



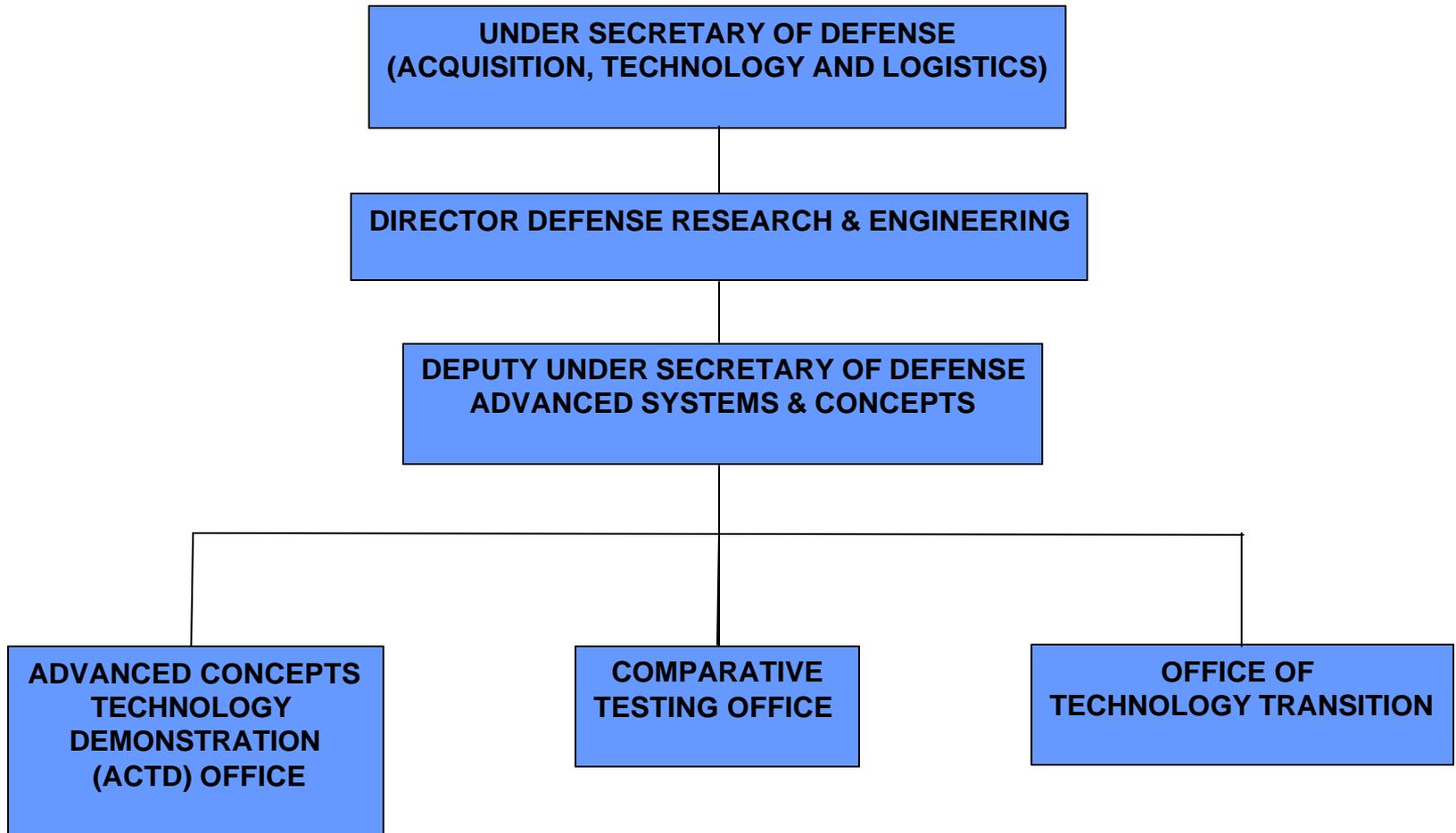
FOREIGN COMPARATIVE TESTING (FCT) PROGRAM

**Mailing Address: DUSD, Advanced System & Concepts
Comparative Testing Office
3700 Defense Pentagon, 3E114
Washington, D.C. 20301-3700
Voice: (703) 602-3740/ FAX (703) 602-3748**

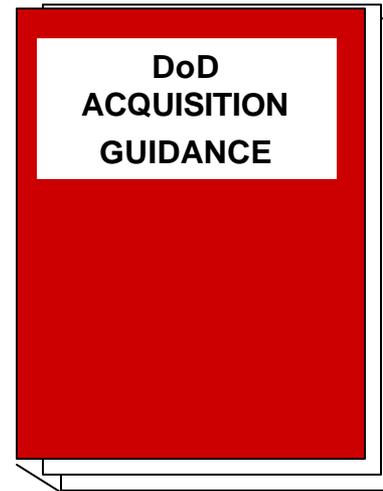
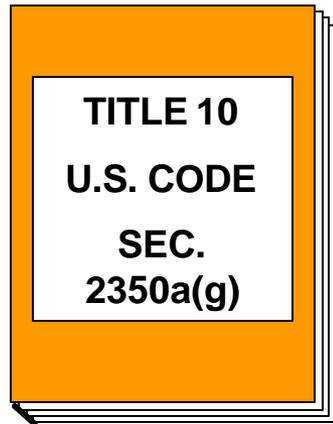
PURPOSE OF FCT PROGRAM

**TEST AND EVALUATION
OF FOREIGN
NON-DEVELOPMENTAL EQUIPMENT
THAT
DEMONSTRATES POTENTIAL
TO
SATISFY SPONSOR REQUIREMENTS**

FCT ORGANIZATION IN OSD



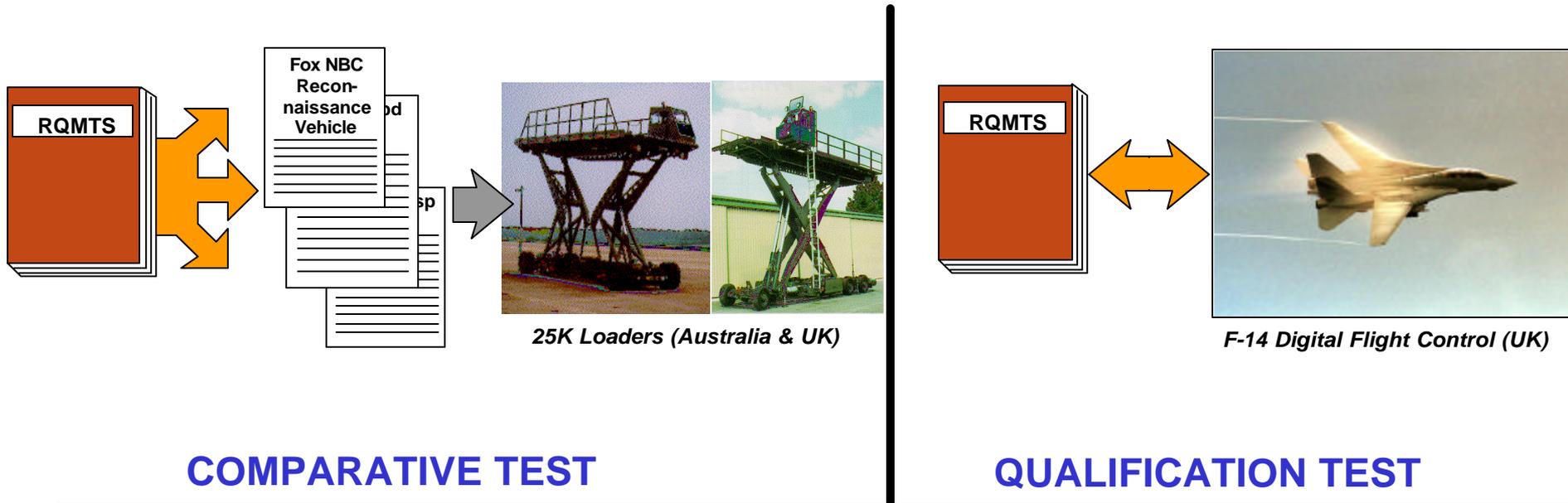
FCT AUTHORITY AND POLICY



- **CONGRESSIONALLY AUTHORIZED PROGRAM**
- **CONSISTENT WITH DOD ACQUISITION GUIDANCE**
- **KEY OBJECTIVES**
 - **IMPROVE WARFIGHTING CAPABILITY**
 - **ACCELERATE FIELDING**
 - **SAVE TAXPAYER FUNDS**

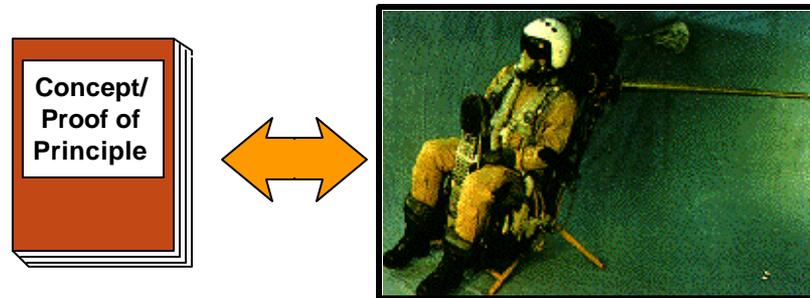
CATEGORIES OF FCT PROJECTS

TEST TO PROCURE - HIGHEST PRIORITY



COMPARATIVE TEST

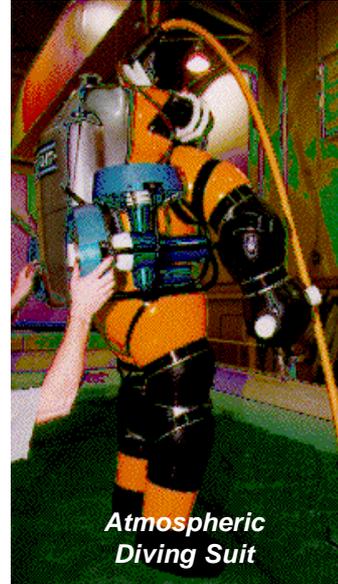
QUALIFICATION TEST



K-36 Ejection Seat (Russia)

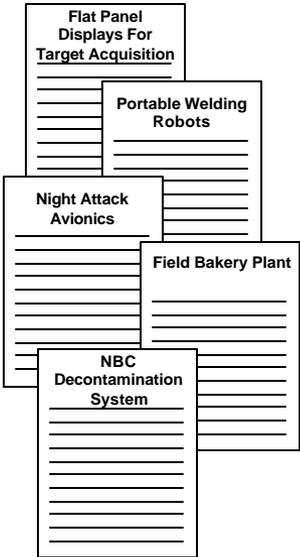
TECHNICAL ASSESSMENT
(NO INTENT TO PURCHASE - LOWEST PRIORITY)

FCT ACTUAL TESTING



**SPONSORS (ARMY, NAVY, MARINES,
AIR FORCE, USSOCOM)
PLAN AND CONDUCT THE TESTING**

ANNUAL FCT CYCLE



High Mobility Excavator (Australia)



Night Attack Avionics (UK/Italy)

**SUMMARY
PROPOSALS TO
OSD**

**DRAFT
PROPOSALS TO
OSD**

**FINAL
PROPOSALS TO
OSD**

**OSD REVIEW
COMMITTEE**

**PROJECTS APPROVED
AND FUNDED**



DEC



MAR



1 MAY

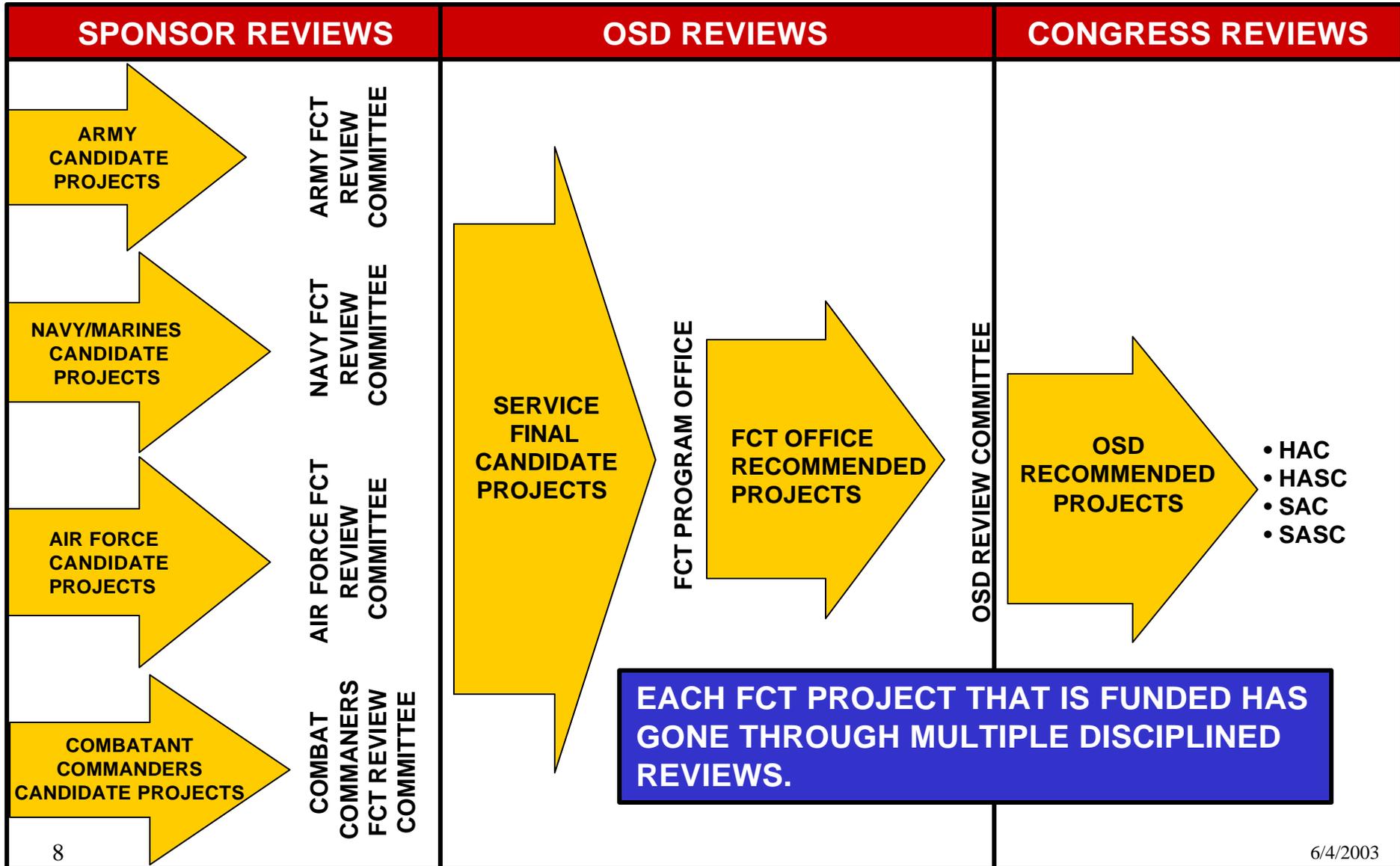


JUN-JUL



OCT / NOV

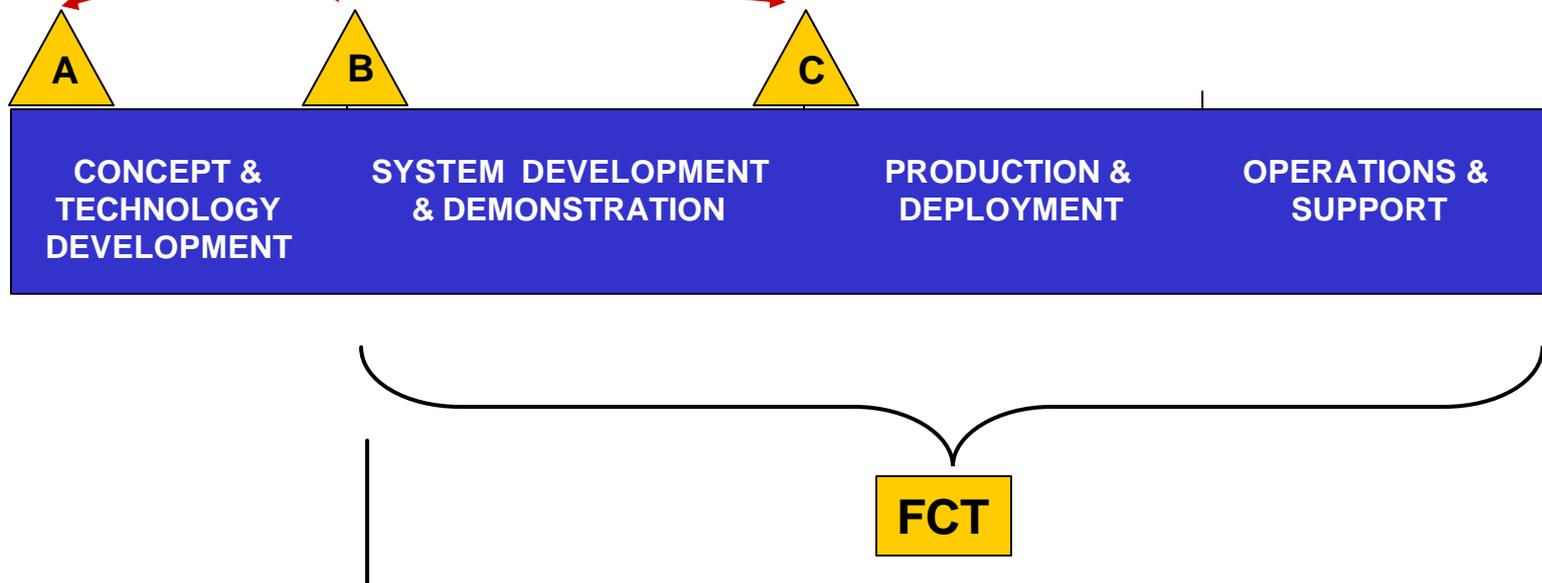
FCT PROJECT SELECTION PROCESS



FCT IN RELATION TO THE ACQUISITION CYCLE

**TECHNOLOGY OPPORTUNITIES &
USER NEEDS**

**PROCESS ENTRY AT MILESTONES
A, B, OR C (OR WITHIN PHASES)**



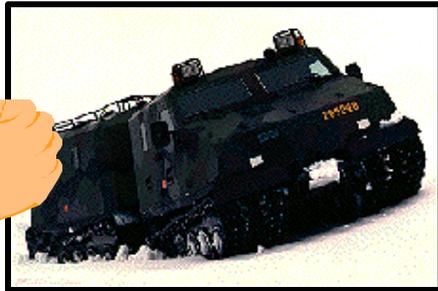
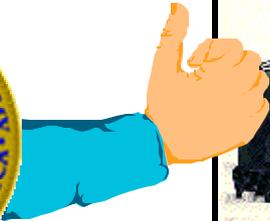
- **FCT IS FUNDED BY OSD(AT&L)**
- **FCT PROJECTS ARE CONDUCTED BY U.S. PROGRAM OFFICE OR TEST AGENCY FOREIGN COUNTRY/VENDOR**

FCT PROPOSAL EVALUATION

- ENDORSEMENT FROM WARFIGHTER/USER
- VALID REQUIREMENT
- PROCUREMENT POTENTIAL
- MARKET INVESTIGATION (CBD)
- COST & SCHEDULE REALISM
- IN PRODUCTION
- COST/SCHEDULE/PERFORMANCE BENEFITS
- ACQUISITION STRATEGY/CONTRACTING ACTIVITY
- LOGISTICS CONSIDERATIONS
- PAST PERFORMANCE

BASIC ACQUISITION PRINCIPLES

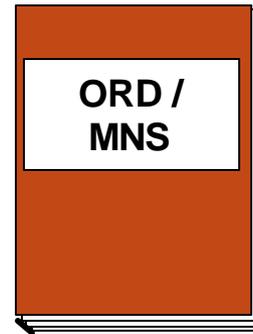
FCT WINNING STRATEGY



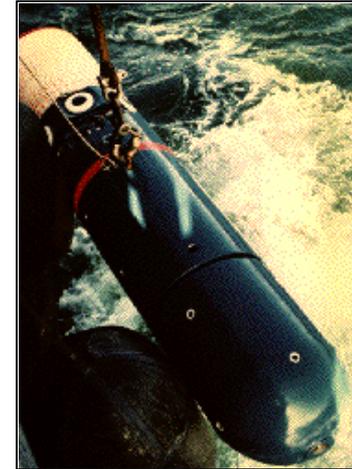
Small Unit Support Vehicle
(Sweden)

USER ADVOCACY

SATISFY FORMAL REQUIREMENTS



Versatile
Exercise
Mine System
(UK)



SPONSOR/USSOCOM PROCUREMENT DOLLARS IDENTIFIED



Survey	
<input type="checkbox"/> Yes	_____
<input checked="" type="checkbox"/> No	_____
<input type="checkbox"/> Yes	_____
<input checked="" type="checkbox"/> No	_____
<input checked="" type="checkbox"/> Yes	_____
<input type="checkbox"/> No	_____

Survey	
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<input type="checkbox"/> No	_____
<input checked="" type="checkbox"/> Yes	_____
<input type="checkbox"/> No	_____
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<input type="checkbox"/> No	_____

MARKET SURVEY OF U.S. AND FOREIGN SOURCES

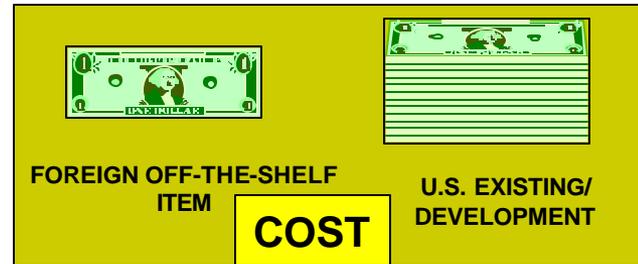
FCT WINNING STRATEGY (Con't)

ITEM IN PRODUCTION



*.50 CAL
Plastic
Training
Ammunition
(Germany)*

IDENTIFIABLE ADVANTAGE



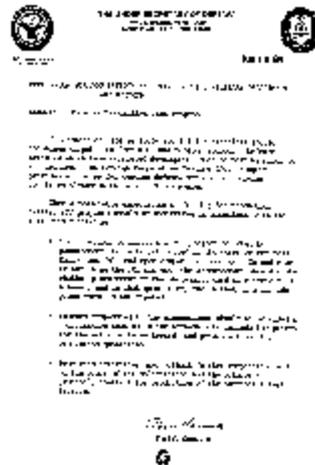
IN USE BY FOREIGN COUNTRY



*Lightweight
CB Protective
Garment (UK)*

ACQUISITION STRATEGY/ CONTRACT STRATEGY

- REASONABLE EXPECTATION
- REQUEST FOR PROPOSALS
- PRICED OPTIONS
- WITHOUT FURTHER COMPETITION
- CRITICAL EVALUATION CRITERIA FOR FCT FUNDING



MEASURES OF SUCCESS

Vendor

**PRODUCTION
PROCUREMENT**

Taxpayer

**R&D COST
AVOIDANCE**

PROCUREMENT

Warrior

ACCELERATED FIELDING

Congress/DoD

**COMMITMENT TO ALLIES &
FRIENDS**

FCT SUPPORTS THE WARFIGHTER



**Combat Support Boats -
Sava River, Bosnia.**

**Uncooled Thermal Imaging
Sensor - Sweden - Bosnia**



**Automatic Chemical Agent
Detector Alarm - UK - Operation
Enduring Freedom**

**Fox NBC Reconnaissance Vehicle -
Germany - Used in Bosnia, Kosvo, and
Operation Desert Storm**



**AT- 4 CS - Sweden - Operation
Enduring Freedom**

**Eagle Vision Ground Station -
France, Canada - Operation
Enduring Freedom**



EXAMPLES OF RECENT FCT PROCUREMENTS

40MM PRACTICE GRENADE-GERMANY- USMC/ARMY-2002

**ADVANCED DEMOLITION WEAPONS (AT-4 CS)-SWEDEN-
USSOCOM-2002**

HIGH-MOBILITY EXCAVATOR-AUSTRALIA-ARMY-2002 ——

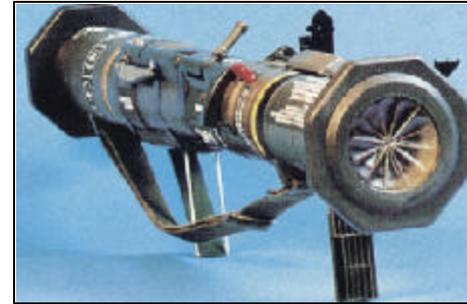
**30MM APFSDS-T FOR AAV-GERMANY & NORWAY-USMC/
NAVY-2001**

**EMERGENCY EVACUATION HYPERBARIC STRETCHER-
UK-NAVY-2001**

BROACH WARHEAD FOR JSOW-UK-NAVY-2001 ——

**F-15 COUNTERMEASURES DISPENSER-SWEDEN-USAF-
2001**

**HIGH-PRESSURE PURE AIR GENERATORS F/A-18E/F-UK-
NAVY/USMC-2001**





FY03 PROJECTS - ARMY

NEW

105mm Preformed Fragments

155mm Ammunition

Ballistic Armor for Helicopters

Fuel Cells for Dismounted Soldiers System

Small Bundle Resupply System

Republic of South Africa

Republic of South Africa

Australia, United Kingdom

Canada, Germany, United Kingdom

Canada, Republic of Korea, Netherlands

ON-GOING

40mm Dud Reducing Ammunition

Self-Destruct Fuze for Multiple Launch Rocket System

Silverized Kevlar (out-of-cycle)

Austria, Germany, Singapore

Germany, Israel

Canada



FY03 PROJECTS - NAVY

NEW

Corona Monitoring System for High Power VLF/LF Comm	Israel, South Africa
High-Temperature Protective Coating for Gas Turbine Engines*	Canada, Russia
Improved Specific Emitter Identification System	United Kingdom
Replacement Structures for Aircraft	France, Poland
Resilient Abrasive-Resistant Skirt for Landing Craft Air Cushion*	Italy, Sweden, United Kingdom
Shipboard Anti-Jam GPS Antenna	United Kingdom
Underwater Communications & Tracking System for Submarines	Australia

ON-GOING

Digital Flight Control System for EA-6B	United Kingdom
HF Adaptive Antenna Receive System Replacement	Canada
Infrared Decoy	Canada

*FY 03 approved projects currently unfunded, will commence when funding is provided.



FY03 PROJECTS - MARINE CORPS

NEW

Deployable Instrumentation for MAGTF Training*
Eye-Safe Laser Rangefinder for M1A1 Main Battle Tank
High Rate-of-Fire .50 Caliber Machine Gun (w/AF)
Special Effects Small Arms Marking System

Sweden, Switzerland
Germany, United Kingdom
Belgium
Canada

ON-GOING

Assault Breacher Vehicle Mine Plow & Lane Marking System
(out-of-cycle)
Communications Distribution System
Floating Smoke Pot Systems
NBC Multi-purpose Sock

Israel, United Kingdom

Canada
Germany
France, Germany, United Kingdom

*FY 03 approved projects currently unfunded, will commence when funding is provided.



FY03 PROJECTS - AIR FORCE

NEW

Cleaner-Burning Stores Release Cartridges*	United Kingdom
High Rate-of-Fire .50 Caliber Machine Gun (w/Marine Corps)	Belgium
Man-Portable Intrusion Detection System	United Kingdom
Missile Reserve Battery Replacement	France, Japan
Rayon for Heatshield and Motor Nozzles	Austria, France, German, UK

ON-GOING

Eagle Vision Satellite Imagery Receiving & Processing Station Sensor Upgrade	France
Fiber-Optic Mesh Security Fence (out-of-cycle)	Republic of Korea
Self-Regulating Anti-g Ensemble	Switzerland, Germany
Wideband Klystron for E-3 AWACS	United Kingdom

***FY 03 approved projects currently unfunded, will commence when funding is provided.**



FY03 PROJECTS - USSOCOM

NEW

40mm Enhanced Grenade Launcher for M4 Carbine

Body Armor Flotation Vest

Body-Worn Radar Warning Receivers

Global Cellular Phone Optimization

Man-Portable SATCOM System

Ultra Light Aero Diesel Engine*

Wireless Local Area Network Monitoring*

Germany, United Kingdom

Israel, United Kingdom

United Kingdom

Canada, Denmark, Sweden,
& United Kingdom

Sweden

Germany, United Kingdom

Finland

ON-GOING

Advanced Demolition Weapons

Infrared Illumination Round

Germany, Sweden

Sweden

*FY 03 approved projects currently unfunded, will commence when funding is provided.

HOW DO YOU GET INVOLVED?

- **ENGAGE YOUR EMBASSY OFFICIALS IN THE UNITED STATES, DEFENSE AND COMMERCIAL**
- **INVITE U.S. SERVICE REPRESENTATIVES TO CONFERENCES, SHOWS AND INDUSTRY TOURS IN YOUR COUNTRY**
- **MAINTAIN CONTACT WITH THE FCT OFFICES**
- **WHEN YOUR INDUSTRY HAS AN EXCELLENT PRODUCT READY, SUBMIT A PROPOSAL**
- **AGAIN, WORK CLOSELY WITH THE FCT OFFICES**
- **CHECK THE FEBBIZOPPS FOR COMPETITIVE FCT ANNOUNCEMENTS: [HTTP://WWW.FEDBIZOPPS.GOV](http://www.fedbizopps.gov)**
- **WHEN YOUR INDUSTRY REPRESENTATIVES ARE IN THE U.S., SET UP AN APPOINTMENT FOR THEM TO MEET WITH US**

FedBizOpps

FedBizOpps Designated as Government wide Point of Entry for Procurement Opportunities

FedBizOpps (www.fedbizopps.gov) has been designated as the single source for federal government procurement opportunities that exceed \$25,000. The interim Federal Acquisition Regulation was published in the Federal Register on May 16. It was open for public comment until July 16, 2001.

The interim rule gave Federal agencies until October 1, 2001 to complete their transition to, or integration with, FedBizOpps. After October 1, all agencies must use FedBizOpps to provide the public to access to notice of procurement actions over \$25,000. To give the public a period to adjust to the change, notices will be posted on FedBizOpps and published in the Commerce Business Daily from October 1, 2001 to January 1, 2002. After January 1, 2002, contracting officers can stop posting notices in the Commerce Business Daily.

FedBizOpps (Continued)

Answers to some Frequently Asked Question's:

Do NOT need password

Current and expired notices are displayed

User's manual available on the website

Takes up to 20 minutes for a new posting to show in the system

You may need AcrobatReader or WinUnzip

Procurements classified by Federal Supply Codes/Product Services Codes.
See: <http://www.ecrc.scranton.edu/fsc-codes/fsc.html>

Can register to have e-mail notifications sent to you

Contact the GSA schedule POC to get on the GSA schedule